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Automotive News

November 11, 1985

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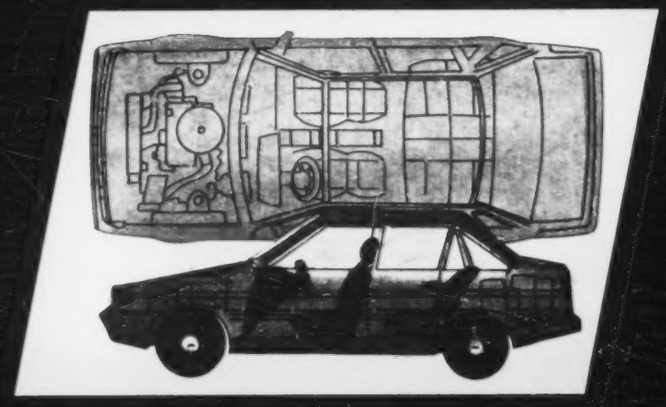

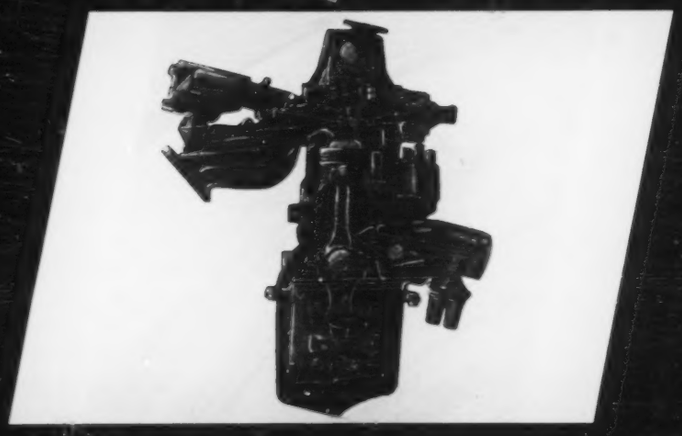

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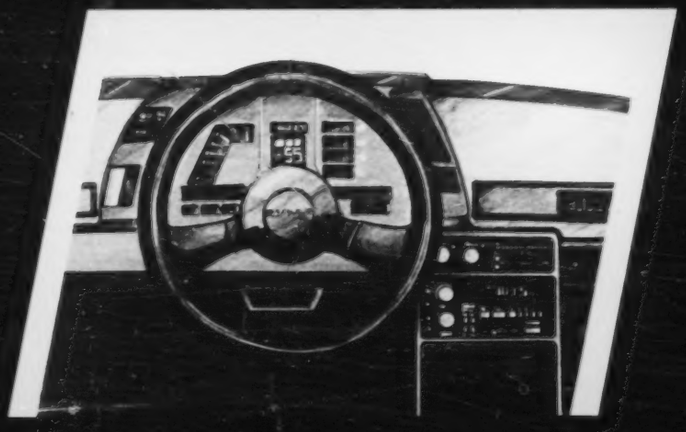

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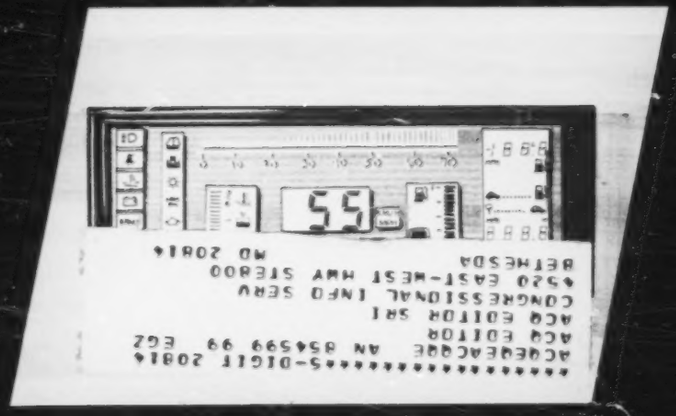

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Matt DeLorenzo

Nissan tips its racing hand

Tucked at the back of Nissan's Tokyo Auto Show exhibit was an IMSA GTO version of the Mid4. The mid-engined 4WD racer is expected to be headed for U.S. circuits.

Shop volume shows upturn for September

By Jack Walsh
Service Editor

Franchised new-vehicle dealers' service and parts business in September was up significantly over the August volume and was far better than in the same month a year ago.

During the month, according to the Automotive News Service Index, shop volume was up 10.4 percent over last year, with strong gains in all six indicators used in the survey. September business was 3.5 percentage points higher than the August volume.

The rate of growth during the month was the highest since last May, when shop volume soared 13.5 percent above that in May, 1984.

For the first nine months of 1985, service and parts volume showed a gain of 8.5 percent over the like period a year ago, and there were strong advances in all six indicators.

In September, the leading indicator was total labor sales, customer-paid and warranty. They were 16.7 percent higher than those in the same month in 1984. The number of repair orders written during the month, customer-paid and warranty, was up 11.4 percent from a year ago.

September sales of shop parts, those used in customer-paid and warranty repairs, rose 9.8 percent over last year, and sales of all parts and accessories during the month showed a gain of 9.2 percent.

Sales of parts and accessories to off-premises customers were up 8.7 percent in September over a year ago, while gross profit on all labor, parts and accessory sales was 4.9 percent higher than shop earnings in the same month in 1984.

Through September, the No. 1 indicator was total labor sales, which were 11.4 percent higher than a year ago. The number of repair orders written in the first nine months was up 8.9 percent, and shop parts sales rose 8.2 percent over the like period in 1984.

Gross profit on all labor, parts and accessory sales in the January-September period showed a gain of 8.1 percent. Nine-month sales of parts and accessories to outside customers were up 6.8 percent, and total P&A sales were 6 percent higher than a year ago.

Service Index figures are compiled from reports on shop business from a cross-section of the nation's new-car and truck dealerships.

SERVICE INDEX
110.4*

	Sept. '85 vs Sept. '84	9 mos. '85 vs 9 mos. '84
Gross Profit on All Labor and P&A Sales	+ 4.9%	+ 8.1%
Repair Orders Written	+ 11.4%	+ 8.9%
Total Labor Sales (Customer & Warranty)	+ 16.7%	+ 11.4%
Shop Parts Sales (Customer & Warranty)	+ 9.8%	+ 8.2%
Sales of All P&A	+ 9.2%	+ 6.0%

*—Survey by Automotive News shows that dealers service and parts business in September, 1985, was 110.4 percent of business in September, 1984. Service business in the first nine months of 1985 was 108.5 percent of business in the corresponding period in 1984.

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60th year—No. 5100

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Some stock-issue funds will go to European facility

Yugo investors to help build plant

By Richard Feast
European Editor

KRAGUJEVAC, Yugoslavia.—Investors in the forthcoming public stock offering by Yugo America, Inc., will be helping to finance a new automobile factory to be built here.

The Zastava company which makes the Yugo models is investing about $300 million in an additional facility that will come on-stream late in 1987 or early in 1988.

Most of that money will be generated internally by Zastava, but car factory director Srboljub Vasovic added, "One thing is certain: Yugo America will be one of the financing companies."

The news comes as Yugo America is laying plans to pay for its expansion with a public flotation (Automotive News, Oct. 28). William Prior, president, said he is unable to comment in any way until Yugo America's prospectus has been filed with the Securities and Exchange Commission in the middle of December.

"The attorney says I am to keep my mouth shut. But what I can say is we are very enthusiastic about the future," Prior said in Montvale, N.J.

In an interview with Automotive News, Vasovic said, "What we can say at this stage is there is intention and goodwill on the part of Yugo America to finance our projects. The amount of money they are willing to invest will depend on the current discussions."

He added with a smile, "So, if we want to sell one million cars on the U.S. market, the investments will be higher."

The new factory will produce two models currently under development, the 103 hatchback and the 104 sedan. The cars, similar in size to Volkswagen's Golf and Jetta, will replace the 101 series, which is based on the design of the old Fiat 128. The 101 is sold extensively in Yugoslavia and exported to many European countries, but there are no U.S. sales plans for it.

The factory will be located on a 200-acre site (already purchased) at Korman, about four miles from the sprawling Zastava complex in the Serbian town of Kragujevac. It will contain body, paint shop and final assembly operations and utilize stampings and machine parts made in the main factory's machine and press shops.

It is a highly significant development for the company, which is officially known as Zavodi Crvena Zastava (ZCZ), or Red Flag Enterprises. It will represent a doubling of capacity to around 400,000 annually and a concentration on just two basic model lines.

In addition, the expansion is being accompanied by a steady swing toward more automated methods of production. Zastava's only present automation is in the paint shop, but Vasovic insists more will be added.

"Automation will be introduced, first, in those areas where it is dangerous to work, and later in those areas where we can increase productivity," he said.

The prospect of high sales in the U.S. has accelerated developments at Zastava. The company has promised to ship 10,000 Yugos to the U.S. this year, or one-fifth of the total Yugo production. Next year, the number is 60,000 for the U.S. out of total Yugo production of 130,000. Total production of all models in 1986 is expected to be in excess of 200,000.

Based on projections provided by Yugo America, Zastava believes it will be selling 150,000 cars a year in the U.S. market by 1988. The vast majority of those will be the 55 models (to be revised for the 1987 model year), as the new generation 103/104 will only just have been put into production.

Imports set any-month record

Domestic slip cuts October sales

By Jenny L. King
Detroit Reporter

October proved to be a payback month for the domestic auto makers and a go-ahead month for the imports.

Import sales notched an any-month record along with a new high for October. Domestics sales, no longer propelled by the wide range of late-summer customer incentives, sputtered and coughed, finishing the month 91,000 units behind October, 1984.

The imports' share of the total U.S. new-car market climbed to an October peak of 30.79 percent. It was the first time in 34 months the imports have pushed past 30 percent, and it was their highest share since the alltime high of 32.74 percent in August, 1982.

Domestic sales were down in all three 10-day reporting periods in October and finished the month off 13.22 percent from the preceding year. Domestic sales totaled 598,399 this October compared with 689,563 in 1984. Record sales for the month were notched back in 1971: 933,713.

Sales of new imported cars were up 24.99 percent October to October, to a record 266,278 from 213,040. The previous any-month record was 265,398 in July of this year.

Combined import-domestic sales were off 4.20 percent, to 864,677 from 902,603.

Domestic sales for January through October were 5.01 percent ahead of their 1984 counterpart, adding to 7,130,440 versus 6,790,003.

The import year-to-date total of 2,344,567 was 14.47 percent ahead of 2,039,535. Imports were only some 97,000 units shy of the 2,441,341 reported for 12 months, 1984, a record that surely will be shattered this month.

Year-to-date industry sales

Please turn to Page 83, Col. 1

GM ends COLA pay for salaried workers

By Mary Connelly
Detroit Reporter

General Motors will discontinue cost-of-living payments to salaried workers in the U.S. and Canada in 1986 in favor of merit pay raises.

Since 1948, GM has been making quarterly adjustments to salaried workers, pegged to the cost of living. Salary increases for 125,000 salaried workers will be based solely on job performance as of Jan. 1.

The move is part of the evolution in GM's salaried compensation system which began in 1973, according to William P. MacKinnon, vice president in charge of the Personnel Administration and Development Staff.

He said GM has been working for 12 years to tailor the compensation program for salaried workers to the specific needs of the individual.

He cited the informed-choice health care plan coverage, which allows employes to choose from a range of benefits, and other options such as the savings stock purchase program for salaried workers.

"It's also in keeping with our more autonomous organization and decentralized decision-making," MacKinnon said. "It's the result of an individual assessment at each division, staff and group. It's not something they were required to do, asked to do or told to do."

Twelve divisions and staffs covering about 15,000 salaried workers decided to abandon COLA in favor of merit pay increases as of Jan. 1, 1985, MacKinnon said. Most employes have viewed the change "positively," he said.

"The change that we have now is a collection of individual decisions by divisions, groups and staffs and, in turn, follows a shift in compensation in North America over the past 12 years," he said.

"I think the main thing we expect to see is a sense among salaried workers that they will be recognized, based on personal contribution and effort," MacKinnon said of the merit pay system.

Many employes had commented that under the COLA system, salaries were boosted by a uniform dollar amount without regard for an employe's job or performance, he said.

Because dollars will no longer have to be set aside for COLA payments, GM will be able to pay

Please turn to Page 81, Col. 3

Matt DeLorenzo

Racer by Mazda North America

Mazda North America's design team exhibited its IMSA GTO version of the RX-7 at the Tokyo Auto Show.

IMPORT REGISTRATION SHARES IN U.S.

	AUGUST					EIGHT MONTHS				
	Regis., August, 1985	Percent Share of Market	Regis., August, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 8 mos., 1985	Percent Share of Market	Regis., 8 mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Toyota	59,594	21.01	51,311	22.53	−1.51	365,657	19.41	328,138	19.88	−0.47
Nissan	55,777	19.67	46,588	20.45	−0.78	356,031	18.90	321,567	19.49	−0.59
Honda	42,943	15.15	44,806	19.67	−4.52	353,232	18.75	314,895	19.08	−0.33
VW	19,195	6.77	13,166	5.78	+0.99	125,098	6.64	110,809	6.71	−0.07
Mazda	18,816	6.64	15,582	6.84	−0.20	119,112	6.32	105,384	6.39	−0.07
Subaru	16,144	5.69	12,819	5.63	+0.06	101,397	5.38	94,766	5.74	−0.36
Volvo	10,962	3.87	7,925	3.48	+0.39	71,256	3.78	67,815	4.11	−0.33
BMW	8,897	3.14	4,706	2.07	+1.07	59,867	3.18	48,993	2.97	+0.21
Mercedes	8,127	2.86	4,028	1.77	+1.09	58,607	3.11	45,542	2.76	+0.35
Audi	7,711	2.72	4,677	2.05	+0.67	51,681	2.74	45,828	2.78	−0.04
Others	35,350	12.47	22,150	9.73	+2.74	222,127	11.79	166,552	10.09	+1.70
TOTAL	283,516		227,758			1,884,065		1,650,289		
Share of U.S. Total		30.62		26.74	+3.88		26.74		24.37	+2.37

1984 numbers for New York State and Oklahoma, and Oklahoma, 1985, from manufacturers' sales records.

August registrations climb 24 pct.

Imports take 30 pct. of market

By Jenny L. King
Detroit Reporter

Imports claimed 30.62 percent of the new-car-registration total in August, a gain of almost four percentage points over 26.74 percent the same month a year earlier.

The late-summer marketplace had not yet reflected the sales explosion ignited by record-low interest rates offered by domestic auto makers on loans to new-car customers.

R.L. Polk & Co. reported registrations of 283,516 for August, up 24.48 percent from 227,758 in 1984. This year's August total was off 2.48 percent from 290,738 the preceding month. July imports took 30.63 percent of the overall new-car market.

Toyota topped the 10 strongest imports in August with 21.02 percent of the import market. It was a drop of 1.51 percentage points for the company, but Toyota kept a slight lead over second-place Nissan at 19.67 percent. Nissan, too, was off from August, 1984, slipping 0.78 percentage points from 20.45 percent.

Honda, a distant third, slumped to 15.15 percent from 19.67 percent, although registrations (including U.S.-built Accords) were off only 2,000 units. Volkswagen, also an import-domestic combination, moved into fourth from fifth place and gained 0.99 percentage points. Mazda, down 0.20 percentage points, slipped to fifth.

Subaru was up 0.06 percentage points, Volvo gained 0.39 percentage points, BMW was up 1.07 percentage points, Mercedes-Benz stepped past Audi into ninth place with a 1.09-percentage-point gain, and Audi improved its share by 0.67 percentage points.

Ten imports claimed 87.53 percent of the August import market, down from 90.27 percent in 1984.

Import registrations for eight months totaled 1,884,065, up 14.17 percent from 1,650,289 the preceding year. Of the entire U.S. market, imports claimed 26.74 percent, 2.37 percentage points ahead of the 24.37 percent notched a year earlier.

Toyota was the number-one import January through August both years, with 19.41 percent of the 1985 import total versus 19.88 percent in 1984. Honda finished second with 18.90 percent this year compared with 19.94 percent 12 months earlier. Third-place Nissan, with 18.75 percent, was close behind Honda but also was off from its 1984 level (19.08 percent).

VW was down 0.07 percentage points, Mazda was down 0.07 percentage points, Subaru was down 0.36 percentage points, Volvo was down 0.33 percentage points, Mercedes-Benz moved up 0.21 percentage points, BMW was up 0.35 percentage points and Audi slipped 0.04 percentage points.

The top 10 makes' registrations added to 88.21 percent of the total, down from 89.91 percent a year ago.

Japanese imports held 71.31 percent of the August import market, down from a stronger 75.97-percent position in 1984. West German products, recovering from a strike-related year-ago slump, expanded to 14.12 percent from 9.24 percent. U.S. Golfs and Accords earned 7.64 percent, down from 8.20 percent, and Swedish Saabs and Volvos were up to 5.25 percent from 4.66 percent of the August, 1984, total.

Numbers of cars from each country included:

	August 1985	August 1984
Japan	202,168	173,022
W. Germany	40,040	21,050
United States	21,666	18,671
Sweden	14,887	10,626
France	2,213	2,761
Great Britain	1,933	801
Italy	609	805
Ireland	0	25
TOTAL	283,516	227,758

Year-to-date registrations were 70.43 percent Japanese, 14.08 percent German, 8.43 percent U.S.-built and 5.21 percent Swedish. The numbers were as follows:

	8 Mos. 1985	8 Mos. 1984
Japan	1,327,029	1,177,952
W. Germany	265,322	211,341
United States	158,890	133,895
Sweden	98,241	90,502
France	16,495	20,916
Great Britain	13,301	11,111
Italy	4,792	4,304
Ireland	0	268
TOTAL	1,884,065	1,650,289

Import truck registrations in August were up 30.01 percent, to 88,518 from 68,084 last year. Toyota outdistanced second-place Nissan by nearly 17,000 units, Mazda retained third place and Isuzu captured the fourth place occupied by Dodge Ram 50 a year earlier. Imports from the top makers included:

	August 1985	August 1984
Toyota	38,277	29,310
Nissan	21,806	15,574
Mazda	10,548	10,345
Isuzu	7,289	—
Dodge Ram 50	—	4,634
Others	10,598	8,221
TOTAL	88,518	68,084

Year-to-date import truck registrations totaled 628,855, a 32.05-percent gain from 476,240 in 1984. Following are results from the major makers:

	8 Mos. 1985	3 Mos. 1984
Toyota	245,087	180,705
Nissan	172,908	131,415
Mazda	72,826	75,531
Isuzu	48,514	—
Dodge Ram 50	—	29,089
Others	89,520	59,500
TOTAL	628,855	476,240

MARKET SHARES

8 MONTHS
1985 VS. 1984

Make	1985 Market Share	1984 Market Share	Pct. Pt. Change 85 vs. 84
Chevrolet	14.64	15.83	−1.19
Ford	12.81	12.43	+0.38
Oldsmobile	9.99	10.91	−0.92
Buick	8.04	9.05	−1.01
Pontiac	7.02	6.90	+0.12
Toyota	5.13	4.85	+0.28
Honda	4.99	4.75	+0.24
Nissan	4.95	4.65	+0.30
Mercury	4.89	5.02	−0.13
Dodge	4.15	3.50	+0.65
Chrysler	3.42	3.04	+0.38
Plymouth	3.19	2.78	+0.41
Cadillac	2.76	3.00	−0.24
VW	1.75	1.64	+0.11
Mazda	1.67	1.56	+0.11
Lincoln	1.47	1.37	+0.10
Subaru	1.42	1.40	+0.02
AMC	1.21	1.79	−0.58
Volvo	1.00	1.00	−0.00
Mercedes	0.84	0.72	+0.12
BMW	0.82	0.67	+0.15
Audi	0.73	0.68	+0.05
Other Imports	3.11	2.46	+0.65
Misc. Dom.	0.00	0.00	−0.00
TOTAL	7,134,159	6,770,514	

Based on new-car registrations from R. L. Polk & Co. Oklahoma and New York, 1984, and Oklahoma, 1985, numbers from manufacturers' sales records.

TOP CARS

U.S. registrations for Eight Months, 1985 vs. 1984 Oklahoma and New York, 1984, and Oklahoma, 1985, from manufacturers' sales records.

1985 Position	Make	1984	Position
1—	1,044,710 Chevrolet	1,071,878	— 1
2—	913,873 Ford	841,315	— 2
3—	712,571 Oldsmobile	739,052	— 3
4—	573,827 Buick	612,674	— 4
5—	500,687 Pontiac	467,190	— 5
6—	365,657 Toyota	328,138	— 7
7—	356,031 Honda	321,567	— 8
8—	353,232 Nissan	314,895	— 9
9—	348,981 Mercury	340,132	— 6
10—	296,133 Dodge	237,218	—10
11—	243,646 Chrysler	205,883	—12
12—	227,563 Plymouth	187,767	—14
13—	196,904 Cadillac	202,931	—13
14—	125,098 VW	110,809	—15
15—	119,112 Mazda	105,384	—16
16—	104,578 Lincoln	92,571	—18
17—	101,397 Subaru	94,766	—17
18—	86,460 AMC	121,427	—11
19—	71,256 Volvo	67,815	—19
20—	59,867 Mercedes	48,993	—20
21—	58,607 BMW	45,542	—22
22—	51,681 Audi	45,828	—21
	222,127 Other Imports	166,552	
	161 Misc. Dom.	187	
	7,134,159 TOTAL	6,770,514	

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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Jaguar Cars names Tate district sales manager

LEONIA, N.J.—Jaguar Cars, Inc., has named Richard E. Tate district sales manager. He will be responsible for the sales district which includes Arizona, New Mexico, Colorado, Nevada, Utah and parts of Southern California.

Before joining Jaguar, Tate was a Lincoln-Mercury zone manager.

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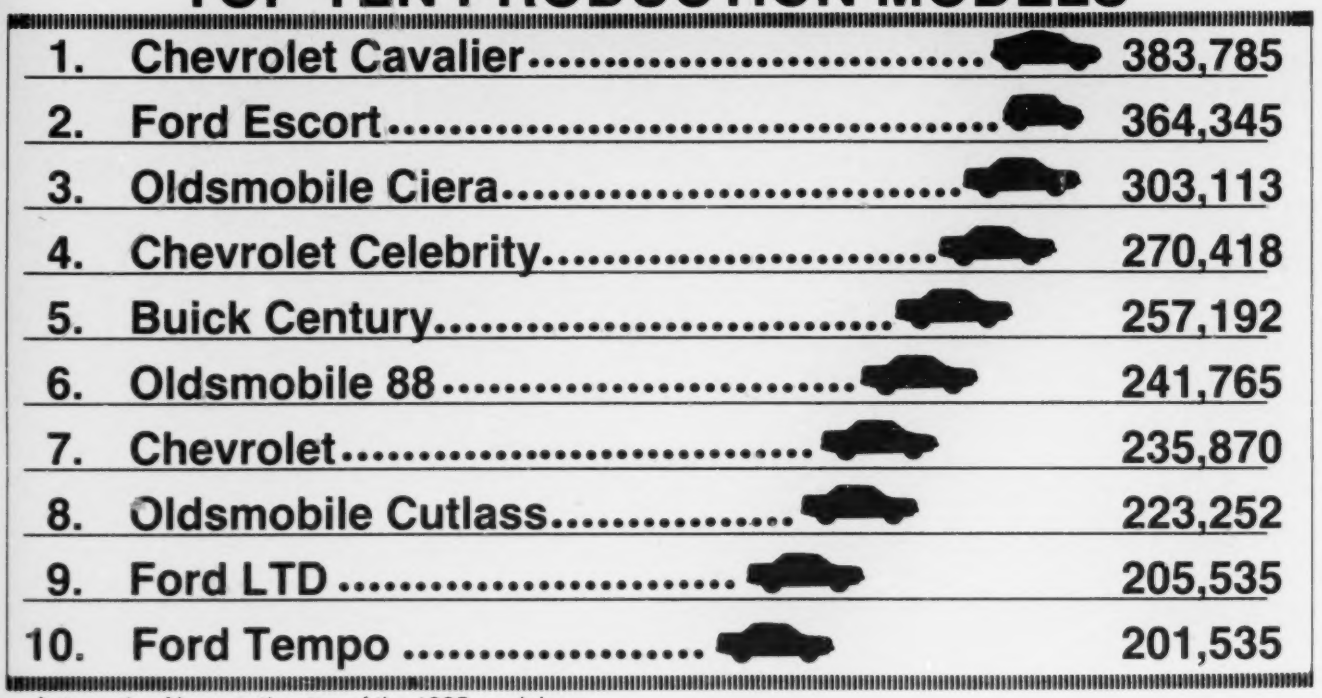

Automotive News estimates of the 1985 model run.

U.S. CAR MODEL-YEAR OUTPUT, '85 vs. '84

	1985 Model Year	Pct. of Output	1984 Model Year	Pct. of Output	Pct. pt. Change '85 vs. '84
AMERICAN MOTORS	150,189	1.89	208,624	2.57	– 0.68
Renault Total	150,189	1.89	208,624	2.57	– 0.68
Alliance	91,664	1.15	121,015	1.49	– 0.34
Encore	58,525	0.74	87,609	1.08	– 0.34
CHRYSLER CORP	1,325,592	16.66	1,176,144	14.47	+ 2.19
Plymouth Total	398,938	5.01	357,764	4.40	+ 0.61
Horizon	156,073	1.96	147,902	1.82	+ 0.14
Reliant	172,193	2.16	187,245	2.30	– 0.14
Caravelle	51,504	0.65	7,932	0.10	+ 0.55
Gran Fury	19,168	0.24	14,685	0.18	+ 0.06
Chrysler Total	421,585	5.30	375,853	4.63	+ 0.67
LeBaron	101,833	1.28	111,808	1.38	– 0.10
LeBaron GTS	70,957	0.89	0	0	0
Laser	58,327	0.73	69,720	0.86	– 0.13
Chrysler E	0	0	36,494	0.45	0
New Yorker E-Class	70,143	0.88	69,746	0.86	+ 0.02
Fifth Avenue	120,315	1.52	88,085	1.08	+ 0.44
Dodge Total	505,069	6.35	442,527	5.44	+ 0.91
Omni	146,731	1.84	142,494	1.75	+ 0.09
Aries	146,075	1.83	150,702	1.85	– 0.02
Daytona	50,107	0.63	53,635	0.66	– 0.03
Dodge 600	69,352	0.88	72,070	0.89	+ 0.01
Lancer	50,942	0.64	0	0	0
Diplomat	41,862	0.53	23,626	0.29	+ 0.24
FORD MOTOR	1,735,785	21.82	1,813,523	22.31	– 0.49
Ford Division	1,149,427	14.45	1,180,708	14.52	– 0.07
Escort	364,345	4.58	331,802	4.08	+ 0.50
Mustang	156,514	1.98	141,480	1.74	+ 0.24
LTD	205,535	2.58	213,742	2.63	– 0.05
Thunderbird	151,852	1.91	170,551	2.10	– 0.19
Crown Victoria	43,184	0.54	86,084	1.06	– 0.52
EXP	26,462	0.33	23,016	0.28	+ 0.05
Tempo	201,535	2.53	214,033	2.63	– 0.10
L-M Division	586,358	7.37	632,815	7.79	– 0.42
Mercury Total	419,872	5.28	475,381	5.85	– 0.57
Lynx	80,551	1.02	66,056	0.81	+ 0.21
Capri	18,657	0.23	20,642	0.25	– 0.02
Marquis	104,198	1.31	107,812	1.33	– 0.02
Cougar	117,274	1.47	131,171	1.62	– 0.15
Grand Marquis	37,101	0.47	90,341	1.11	– 0.64
Topaz	62,091	0.78	59,359	0.73	+ 0.05
Lincoln Total	166,486	2.09	157,434	1.94	+ 0.15
Continental	28,253	0.35	30,468	0.38	– 0.03
Lincoln	119,878	1.51	93,622	1.15	+ 0.36
Mark VI/VII	18,355	0.23	33,344	0.41	– 0.18
GENERAL MOTORS	4,460,261	56.07	4,709,521	57.93	– 1.86
Buick Total	1,002,906	12.61	987,980	12.15	+ 0.46
Skylark	93,157	1.17	111,211	1.37	– 0.20
Skyhawk	82,516	1.04	145,393	1.79	– 0.75
Somerset	86,071	1.08	0	0	0
Century	257,192	3.23	219,858	2.70	+ 0.53
Regal	124,546	1.57	224,754	2.76	– 1.19
LeSabre/Electra (rwd)	157,256	1.98	228,901	2.82	– 0.84
Riviera	65,305	0.82	57,863	0.71	+ 0.11
Electra (fwd)	136,863	1.72	0	0	0
Cadillac Total	384,840	4.84	300,300	3.70	+ 1.14
Cimarron	19,890	0.25	21,898	0.27	– 0.02
Seville	39,755	0.50	39,997	0.49	+ 0.01
Eldorado	76,401	0.96	77,806	0.96	0
Cadillac	51,701	0.65	160,599	1.98	– 1.33
DeVille (fwd)	197,093	2.48	0	0	0
Chevrolet Total	1,418,098	17.82	1,682,195	20.69	– 2.87
Chevette	123,499	1.55	240,189	2.95	– 1.40
Cavalier	383,785	4.82	462,612	5.69	– 0.87
Celebrity	270,418	3.40	279,111	3.43	– 0.03
Camaro	180,018	2.26	261,592	3.22	– 0.96
Citation	62,722	0.79	102,205	1.26	– 0.47
Malibu El Camino	0	0	24,707	0.31	0
Monte Carlo	122,057	1.53	139,115	1.71	– 0.18
Chevrolet	235,870	2.97	121,117	1.49	+ 1.48
Corvette	39,729	0.50	51,547	0.63	– 0.13
Oldsmobile Total	1,135,027	14.27	1,144,225	14.07	+ 0.20
Omega	0	0	52,986	0.65	0
Firenza	49,040	0.61	82,475	1.01	– 0.40
Cutlass Supreme	223,252	2.81	309,124	3.80	– 0.99
Cutlass Ciera	303,113	3.81	280,839	3.46	+ 0.35
88/98 (rwd)	241,765	3.04	370,701	4.56	– 1.52
Olds 98 (fwd)	169,432	2.13	0	0	0
Calais	106,240	1.34	0	0	0
Toronado	42,185	0.53	48,100	0.59	– 0.06
Pontiac Total	519,390	6.53	594,821	7.32	– 0.79
Acadian	8,992	0.11	5,866	0.07	+ 0.04
2000 Sunbird	111,899	1.41	169,290	2.08	– 0.67
1000	25,855	0.32	55,083	0.68	– 0.36
Firebird	95,880	1.21	128,304	1.58	– 0.37
Phoenix	0	0	22,847	0.28	0
6000	35,726	0.45	0	0	0
Bonneville	0	0	29,269	0.36	0
Grand Prix	0	0	23,953	0.29	0
Parisienne	82,107	1.03	25,624	0.32	+ 0.71
Fiero	76,371	0.96	134,585	1.66	– 0.70
Grand Am	82,560	1.04	0	0	0
HONDA	155,102	1.95	117,200	1.44	+ 0.51
NISSAN	17,368	0.22	0	0	0
NUMMI	27,943	0.35	0	0	0
VOLKSWAGEN	82,797	1.04	104,301	1.28	– 0.24
Total Cars, U.S.	7,955,037	100.00	8,129,313	100.00	0

Cavalier captures the crown

Chevrolet product tops Escort in '85 output

By Colleen Belli
Assistant Industry Editor

In what has been a close race, Chevrolet Cavalier finished the 1985 model production run in first place: 383,785 Cavaliers were built.

Just behind the leader was the hot-selling Ford Escort, placing second at 364,345.

It was a year in which General Motors suffered a week-long UAW strike, causing work stoppages nationwide. In addition, several GM plants had late fall startups last year due to extended 1984 model runs on certain car lines. Later, GM worked extensive overtime to make up lost time and meet sales demand.

The '85 model year also was marked by newcomers to the domestic scene. Nissan began production of Sentra cars at Smyrna, Tenn., and NUMMI, the GM-Toyota joint-venture company, began building Nova models at Fremont, Calif.

The domestic industry turned out 7,955,037 cars during the 1985 model year, down from 8,129,313 in the 1984 model run.

Most of the drop is attributed to Chevrolet which extended 1984 production of certain models, including Chevette, Cavalier and Celebrity, in order to meet CAFE requirements.

In addition, Chevette, which had been built at two plants, was reduced to one.

Chevrolet finished the '85 model year with 1,418,098 cars, down from 1,682,195 the previous year.

The Chevrolet tally affected the GM total which was 4,460,261, down from 4,709,521 in 1984. GM discontinued X-car production — Citation, Omega, Skylark and Phoenix — in midyear. In addition, El Camino production was shifted to Mexico.

Also contributing to the industry drop were American Motors and Volkswagen.

AMC lowered production rates at Kenosha, Wis. AMC output was 150,189 for '85, down from 208,624 in the '84 model year.

Volkwagen, which extended production of '84 Rabbits into November last year, began output of Golf in December at Westmoreland, Pa. VW's short '85 run totaled 82,797.

On the positive side, Chrysler built 1,325,592 cars during the 1985 model year, up from 1,176,144 the previous year. Chrysler opened a new assembly plant in December at Sterling Heights, Mich., to build its all-new LeBaron GTS and Lancer.

Electronics

Continued from Page E-33

ing scheme to handle the functions we want. How do we add functions after we have multiplexing? We just tack them on after the system is in place.

"Development of these systems also allows development of diagnostic functions that will be of tremendous value to service personnel. We have diagnostics right now in the engine control module (ECM). We were able to do that because we have a computer with a memory. It reads messages that say so-and-so is not right, and gives a code-up.

"With an interactive system, there is memory capacity to do the same thing. The driver may push a selector switch, and it doesn't work properly. Why? Is it the switch itself or did the light just not go on? If you've got the diagnostics built into the computer, it can tell you via read-out where the problem is. We're translating what we learned in the ECM into the body computer," Cain says.

B.J. Raskauskas, staff engineer-automotive electronic systems, notes that great strides are being made in diagnostics: "Look at the 1986 E and K cars, especially Riviera. The CRT gives them more flexibility because now technicians have a means of printing out in English just what a problem is. It's not derived from a number that blinks on the instrument panel."

GM body computers will be the main interfaces with diagnotics equipment. "In those computers, there is a fairly significant amount of memory to do diagnostics and detect failures," says Larry L. Schwartz, program manager, automotive electronic systems. "We should have output points on the computer itself to tell if a sensor, for example, fails. We'll have a sensor resistance element with a voltage range associated with it. If the sensor has failed, or there's a short or an open in the harness, it would be detected."

In the newest GM cars, a serial link ties two computers together. Called UART, for "universal asynchronous, receive transmit," it is a data link that has access to information that would be common.

"For example," Schwartz says, "engine speed, would be on the UART bus. The ECM has access to the engine speed information and so does the body computer which can display it on the CRT as rpm. That means multiple sensors won't be necessary to handle every function that requires one."

Adds Schwartz: "With more electronics being put on the automobile, we're going to have to start putting that information on data links that more than one computer will have access to."

In other words, where automotive electronics are concerned, we ain't seen nothin' yet.

factories list auction dates

American Motors

Nov. 12—Arena Auto Auction, Chicago; D-A Auto Auction, New Stanton, Pa., and American Auto Auction, Walpole, Mass.

Nov. 13—Mid-States Auto Auction, South Bend, and Columbus Fair Auto Auction, Obetz, O.

Nov. 14—Corry Auto Auction, Corry, Pa.; Todd Auto Auction, Telford, Pa., and Evansville Auto Auction, Evansville, Ind.

Nov. 19—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Nov. 20—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 21—Evansville Auto Auction, Evansville, Ind.; Northway Exchange, Clifton Park, N.Y., and Northstar Auto Auction, Shakopee, Minn.

Nov. 22—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 26—Arena Auto Auction, Chicago, and D-A Auto Auction, New Stanton, Pa.

Nov. 27—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind., and Columbus Fair Auto Auction, Obetz, O.

Chrysler Corp.

Nov. 12—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

Nov. 13—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

Nov. 14—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

Nov. 15—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Nov. 13—Columbus Fair Auto Auction, Obetz, O.; Concord Auto Auction, Acton, Mass., and Salt Lake Auto Auction, Salt Lake City.

Nov. 14—Atlanta Auto Auction, Red Oak, Ga.; Southwest Auto Auction, Phoenix, and Dallas Auto Auction, Dallas.

Nov. 20—Northway Exchange-Clifton Park, N.Y., and Golden Gate Auto Auction, Fremont, Calif.

Nov. 21—Arena Auto Auction, Chicago; Floyd Hauhe Auto Auction, Bridgeton, Mo.; Denver Auto Auction, Englewood, Calif., and Baltimore-Washington Auto Exchange, Baltimore.

Nov. 26—South Seattle Auto Auction, Kent, Wash.

Nov. 27—Clanton's Auto Auction, Darlington, S.C., and Big H Auto Auction, Houston.

General Motors

Nov. 12—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Nov. 13—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

Nov. 14—Nashville Auto Auction, Nashville, and Big H Auto Auction, Houston.

Nov. 19—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Nov. 20—Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis, and Metro Auto Auction of Kansas City, Kansas City.

Used Car Sales
Auction Averages

Nov. to date	$4,776
Month ago	$4,812
Year ago	$5,133

Model Breakdown
Auction Averages

	NOV 1985	OCT 1985	SEPT 1985
1985	$9,707	$9,706	$10,176
1984	$6,839	$6,891	$7,430
1983	$5,962	$6,047	$6,177
1982	$4,833	$4,870	$4,860
1981	$3,605	$3,591	$3,991
1980	$2,875	$2,896	$3,008
1979	$2,356	$2,404	$2,519
1978	$1,745	$1,765	$1,848
Overall Average	$4,776	$4,759	$4,883

Newcastle introduces Sinclair C5 in U.S.

Newcastle Co., Inc., New Castle, Pa., is introducing the Sinclair C5 electric, three-wheel, single-seater in the U.S. The C5, designed by Sinclair of England, is 69 inches long and 29 inches wide. Weight with battery is about 100 pounds. Newcastle will handle assembly and distribution in the U.S.

GM seeks EPA hearing on emission-control recall

By Jake Kelderman
Washington Reporter

WASHINGTON.—General Motors thinks the EPA has singled it out in addressing the industry-wide problem with evaporative emissions, and it's going to fight.

GM asked the EPA for a public hearing to defend itself against an EPA order that GM recall more than 80,000 1981 Pontiacs with 4.3-liter engines for failing to meet federal evaporative emission standards.

GM cited EPA's findings that more than 80 percent of all engine families manufactured by both domestic and import companies and tested by the EPA for evaporative emissions have failed the standard of two grams HC per test.

GM also mentioned EPA's lack of precise knowledge as to the cause of those failures and an outstanding petition from MVMA to change EPA's evaporative emissions test procedures.

GM suggested that EPA would do well to reserve any judgment on whether the GM cars meet evaporative emission standards until those issues are addressed.

If EPA's order stands, it will be the first time a manufacturer has been forced to recall cars for failure of evaporative emission controls.

In its petition, GM noted that EPA acknowledges that increased fuel volatility, fuel or activated carbon contaminants such as alcohols and other factors outside the control of the manufacturers may be at fault in the overall poor performance of evaporative emission control systems.

GM said it would like to ask the agency why GM cars should not also be subject to those same hazards.

In a SAE paper presented earlier this year showing only a one-third compliance rate for evaporative emissions on 1981 models, EPA cited some possible reasons.

They were: Design inadequacies; vehicle use patterns (frequency and length of trips, vehicle operating speeds, ambient diurnal temperatures); the effect of aging on the retentive capacity of charcoal canisters; fuel volatility, and alcohol blends.

The extent to which some of those factors might affect evaporative emissions has not been quantified, the EPA said, but it noted that it and "several vehicle manufacturers" were studying the issues. GM was one of those makers.

Under the Clean Air Act, any company has the right to ask for a public hearing on a proposed recall order.

Extra $1 a gallon gas tax urged to delay 1990 crisis

PALO ALTO, Calif.—American motorists should be taxed an extra dollar a gallon on gasoline, according to A.J. Horn, consulting professor in Stanford University's Petroleum Engineering Department.

According to Horn, the extra dollar would "postpone the inevitable energy crisis that otherwise will arrive in the U.S. by 1990."

"The dollar tax," Horn added, "also would cut the U.S. national deficit in half and help restore the nation's trading position. The scramble by the feuding nations in the Organization of Petroleum Exporting Countries to dump their oil is a direct menace to the economic position of the Western world.

"America has sown seeds of profligacy by using its energy resources recklessly," Horn said. "The U.S. will soon reap the whirlwind unless the public wakes up to its peril.

"Oil is a depleting national resource, just like natural gas, and the cheaper it is sold, the faster we exhaust our dwindling supplies. It it a crime against future generations for us to be so profligate with oil."

He continued, "The price of oil is only half of what it should be. Instead of $27 a barrel, it should be at least $50. If the price of oil doubled, there would be a great push to get automobiles that are far more fuel efficient, and our search for alternative energy sources would be transformed from indifference to enthusiasm.

"The rest of the nation," Horn said, "should follow the example of California where the Public Utilities Regulatory Policies Act stipulates that public utilities must buy electricity at the highest avoided cost.

"That means that instead of building more generating plants, they have to purchase any power offered to them by people operating windmills or geysers or even utilizing methane gas from processed cow manure.

"The new energy crisis, only about five years away, will be far more severe than the one of 1973," Horn predicted. "The Soviet Union also will be hit by the new crisis because that nation is now busily exporting its precious oil to Europe.

"Every day, American motorists use some 6.5 million barrels of gasoline," Horn said. "That is just about the total production of the U.S. The rest of our consumption, for industry and homes, totals some 5 million barrels a day and has to be imported.

"If we slapped a dollar tax on gasoline at American service stations, we would raise $100 billion a year."

Dana elects Morcott

TOLEDO.—S.J. (Woody) Morcott has been elected to the board of directors of Dana Corp. He is president of Dana's North American operations and has been with the company since 1963.

Welding robots are study topic

OSAKA, Japan.—A Japan-U.S. joint-venture study to develop artificial intelligence robots for welding will be launched by Osaka University and CGI, an affiliate of Carnegie-Mellon University, Pittsburgh.

The Welding Research Institute at Osaka University will provide the technology for the study, said to be the first of its kind in the world. The project's goal is to develop AI welding robots for practical use in three years.

A study group for the project will be established by about 15 Japanese firms, including Mistibishi Heavy-Duty Industries, Ltd.; Sumitomo Metal Industries, Ltd.; JCG Corp.; Toyo Engineering Corp.; Kobe Steel, Ltd., and Toshiba Corp.

Pa. dealers hike participation in insurance plan

HARRISBURG, Pa.—Lower health insurance rates for dealers who insure through the Pennsylvania Automotive Assn.'s Insurance Trust have resulted in many dealers either joining the plan or upgrading their policies to provide better protection. The new rates went into effect July 1.

So far this year, the trust has had a net gain of 63 dealerships with 2,595 employes in its group insurance program. The additions represent increases of more than 7 percent in dealer participation and 17.8 percent in employe participation, according to the PAA.

Rate reductions were due primarily to an "excellent claims experience record for dealerships and their employes," the association said. The plan has contracts with the INA and Prudential insurance companies and with Capital Blue Cross and Pennsylvania Blue Shield for various types of health coverage and for death and dental benefits.

During 1984, the premiums paid under experiencd-rated contracts were $17,476,103, and the total of benefits claims paid was $11,538,-998, the insurance trust said.

used-car auction directory

OREGON

Portland Auto Auction. Fleet & lease accts. welcome, repos, etc. The West's best. Call: Bert, 503-286-3000. 3000 No. Hayden Island, Portland, Oregon 97217.

PENNSYLVANIA

Hatfield Auto Auction, Route 309, Box 309, Hatfield, Pa. 215-822-1935. Every Tuesday-11 A.M. Pickup service.

PENNSYLVANIA

GARDEN SPOT AUTO AUCTION
EPHRATA, PA.
SALE TUESDAY, 10:30 A.M.
FULL SERVICE AUCTION
Out of state fleet & lease accounts welcome
Contact: **J. Omar Landis, Jim Landis**
P.O. BOX 501, EPHRATA, PA. 17522
717-733-7917

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, South Carolina.

SOUTH CAROLINA

Rawls Auto Auction — Since 1938. Pickup, delivery unlimited. Recon facilities. Sale every Tues., 11 A.M. 803-657-5111 or 657-7244, Leesville, South Carolina.

TEXAS

Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

VIRGINIA

Since 1970
Jim Wheatley's
Harrisonburg
Auto Auction
Exit 62 & I-81, P.O. Box 1086
Harrisonburg, Va. 22801-1086
(703) 434-5991

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

Imports set any-month record

Domestic slip cuts October sales

Continued from Page 5

reached 9,465,007, up 7.20 percent from 8,829,538 for the first 10 months of 1984.

Good sales news was spotty among the domestic makers. Chrysler Corp. was the only one of the Big Three to surpass its year-ago level, up 8.53 percent to 98,642 from 90,891. Ford Motor Co. tumbled the farthest, down 26.94 percent from last October, to 140,283 from 192,012.

General Motors was off 13.20 percent for the month, to sales of 325,572 from 375,075. American Motors slipped 29.83 percent, to 9,888 from 14,092.

Volkswagen reported a 51.31-percent increase, to 6,370 from 4,210. Honda was off 19.51 percent, to 10,691 from 13,283 and Nissan's U.S.-built Sentra sales added to 6,953 in October, surpassing VW's 6,370.

Down was up in terms of domestic market share for GM. The biggest of the Big Three edged to 54.50 percent from 54.39 percent, in spite of its 13.20-percent sales decline. Ford tumbled to 23.31 percent from 27.85 percent.

Chrysler advanced more than three percentage points, to 16.51 percent from 13.18 percent. AMC fell to 1.66 percent from 2.04 percent. Honda earned 1.79 percent, down from 1.93 percent. VW was up to 1.07 percent from 0.61 percent, and Nissan had 1.16 percent.

Only five domestic makes reported October sales increases: Plymouth was up 6.72 percent, Chrysler was up 19.15 percent, Dodge was up 0.54 percent, Pontiac was up 9.18 percent and VW was up 51.31 percent.

Ford was off 25.58 percent, Mercury was down 36.67 percent and Lincoln dropped 4.46 percent. Buick tumbled 33.79 percent, Cadillac was off 26.24 percent, Chevrolet dropped 10.45 percent and Oldsmobile was down 5.59 percent. At American Motors, AMC Eagles were down 36.76 percent and Renault was down 28.69 percent.

Honda sales were off 19.51 percent for domestics, although the combined domestic-import figure of 53,250 was up 9.88 percent from 48,460 a year earlier. Honda imports were up 20.99 percent in October, to 42,559 from 35,177.

The import total was sprinkled with records for the month including new highs for BMW, Jaguar, Saab, Subaru, Toyota and Volvo. BMW was up 25.70 percent, Jaguar was up 72.64 percent, Mazda was up 34.44 percent, Mitsubishi was up 18.35 percent and Nissan was up 6.23 percent.

Porsche reported a 38.33-percent sales increase, Saab was up 4.07 percent, Subaru was up 33.28 percent, Toyota was up 21.63 percent, Volkswagen imports doubled year to year and Volvo was up 19.53 percent.

Not only did imports claim a record share of the market for October, luxury cars upstaged standards in the month's market-class breakout. Imports represented 30.79 percent, intermediates had 25.15 percent, compacts had 14.80 percent, subcompacts had 13.56 percent, luxuries had 9.05 percent and standard-size domestics finished with 6.65 percent.

• A year earlier, imports accounted for 23.57 percent, intermediates had 25.89 percent, compacts had 16.43 percent, subcompacts had 13.54 percent, standards were at 11.31 percent and luxury models had 9.26 percent.

Excluding the import factor, this year's October market was comprised of 36.33 percent intermediates, 21.38 percent compacts, 19.60 percent subcompacts, 13.08 percent luxury models and 9.61 percent standards.

There were 27 selling days in the month both years, yielding a daily rate of 22,163 this year compared with 25,539 in 1984.

The final period in October saw domestic sales droop 4.49 percent, to 233,671 from 244,659. With 10 selling days this year versus nine in 1984, the daily-rate average was down 14.04 percent, to 23,367 from 27,184.

GM was up 0.52 percent. Ford was off 17.86 percent. Chrysler was up 0.14 percent. AMC dropped 27.03 percent. VW was up 67.91 percent, Honda was down 40.56 percent and Nissan reported first-year sales of 3,099 units.

GM's share of the late-October market was 55.66 percent, Ford had 23.41 percent, Chrysler earned 14.55 percent, AMC had 1.96 percent, VW's share was 1.46 percent, Honda had 1.63 percent and Nissan earned 1.33 percent.

IMPORTED CAR SALES

	October 1985	October 1984	10 Mos. 1985	10 Mos. 1984
Alfa Romeo	365	235	4,001	3,088
Audi	6,253	6,020	61,607	59,994
BMW	7,507	5,972	73,801	57,729
Chevrolet Spectrum	5,891	—	43,438	—
Chevrolet Sprint	5,301	1,210	20,412	8,522
Dodge Colt	5,250	4,716	29,708	29,614
Dodge Conquest	231	270	2,238	3,288
Dodge Vista	1,342	948	9,320	6,355
Honda	42,559	35,177	327,982	315,998
Isuzu	2,443	1,638	23,122	14,637
Jaguar	2,619	1,517	15,884	14,186
Maserati	94	140	1,218	1,833
Mazda	20,254	15,065	162,823	143,262
Mercedes-Benz	4,467	6,890	69,473	61,467
Merkur	887	—	7,271	—
Mitsubishi	4,946	4,179	42,115	32,869
Nissan	44,679	42,059	452,412	409,088
Peugeot	1,422	1,745	13,839	16,272
Plymouth Colt	4,432	3,951	27,043	26,079
Plymouth Conquest	217	274	2,165	2,932
Plymouth Vista	1,240	888	9,025	6,059
Porsche	2,407	1,740	20,280	16,845
Renault	650	710	6,324	10,388
Saab	3,016	2,898	32,393	27,820
Subaru	16,112	12,089	146,403	132,883
Toyota	60,554	49,787	517,115	463,568
Volkswagen	11,759	5,850	119,700	86,817
Volvo	8,453	7,072	92,146	87,942
Yugo	928	—	1,309	—
TOTAL	266,278	213,040	2,334,567	2,039,535

U.S. CAR SALES BY MARKETING UNITS

	October 1985	October 1984	10 Mos. 1985	10 Mos. 1984
Chevrolet	119,193	121,809	1,438,661	1,365,570
Ford	94,888	127,505	1,205,127	1,094,394
Oldsmobile	75,231	79,688	937,987	910,851
Pontiac	61,886	56,685	687,800	601,666
Buick	58,437	88,254	747,435	803,593
Toyota	60,554	49,787	517,115	463,568
Nissan	51,632	42,059	480,442	409,088
Mercury	32,803	50,400	465,962	449,352
Honda	53,250	48,460	453,922	428,457
Dodge	41,437	40,363	421,638	350,205
Chrysler	36,163	30,351	327,980	277,579
Plymouth	33,754	31,224	327,338	278,565
Cadillac	22,017	29,849	254,879	271,786
VWoA	24,382	16,080	246,888	212,586
Mazda	20,254	15,065	162,723	143,262
Subaru	16,112	12,089	146,403	132,883
Lincoln	13,479	14,108	138,884	125,976
AMC-Renault	10,538	14,802	114,439	175,469
Volvo	8,453	7,072	92,146	87,942
BMW	7,507	5,972	73,801	57,729
Mercedes	4,467	6,890	69,473	61,467
Mitsubishi	4,946	4,179	42,115	32,869
Saab	3,016	2,898	32,393	27,820
Isuzu	2,443	1,638	23,122	14,637
Porsche	2,407	1,740	20,280	2,850
Peugeot	1,422	1,745	13,839	16,272
Jaguar	2,619	1,517	15,884	14,186
Alfa Romeo	365	235	4,001	3,088
Maserati Biturbo	94	140	1,218	1,833
Yugo	926	—	1,309	—
TOTAL	863,677	902,603	9,465,007	8,829,538

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA includes Audi and Porsche through Aug. 31, 1984. Porsche figures began Sept. 1, 1984. Nissan includes Sentras built in the U.S. Mercury includes Merkur.

Where auto market was, October, 1985

	Total Sales	Pct. of Total
SUBCOMPACT	117,295	13.56
COMPACT	127,941	14.80
INTERMEDIATE	217,433	25.15
STANDARD	57,478	6.65
LUXURY	78,252	9.05
IMPORTS	266,278	30.79
TOTAL	864,677	100.00

Ford Aerospace gets $366 million Air Force pact

Ford Aerospace and Communications Corp. has won a $366 million contract with the U.S. Air Force to carry out its Satellite Control Facility network support program.

The Satellite Control Facility, which consists of seven tracking stations situated around the world, provides support for Defense Department satellite programs.

The pact includes a one-year $64.4 million contract with four one-year options covering maintenance, training and logistics support. The estimated five-year worth of the contract is $366 million.

Besides operating remote sites, Ford Aerospace will provide logistics, support and management services for the Air Force under terms of the new pact. The Ford subsidiary will also provide collateral satellite support functions to the Air Force's satellite test center in Sunnyvale, Calif., and other Satellite Control Facility locations.

DOMESTIC CAR SALES

	Oct. 21 to Oct. 31, 1985	Same Period, 1984	October, 1985	Same Month, 1984	Jan. 1 to Oct. 31, 1985	Same Period, 1984
Alliance	0	0	6,027	7,285	61,552	87,968
Encore	0	0	2,595	4,805	35,828	60,350
Total Renault	0	0	8,622	12,090	97,380	148,318
Eagle	0	0	1,266	2,002	10,735	16,763
Total AMC	0	0	1,266	2,002	10,735	16,763
AMERICAN MOTORS	4,573	6,267	9,888	14,092	108,115	165,081
Horizon	2,154	2,511	6,139	6,874	75,003	65,523
Turismo	1,045	1,463	3,150	3,796	47,226	40,730
Reliant	3,968	4,541	13,283	11,932	119,832	119,561
Caravelle	1,480	806	4,242	2,249	30,708	3,261
Plymouth	359	454	1,051	1,260	16,336	14,420
Total Plymouth	9,006	9,775	27,865	26,111	289,105	243,495
Laser	866	1,586	2,849	4,137	46,080	46,038
LeBaron K	2,836	3,041	7,499	8,103	76,454	85,058
LeBaron GTS	1,938	48	5,691	55	58,937	55
Cordoba	0	0	0	0	0	136
Fifth Avenue	5,751	4,013	14,509	11,428	97,994	77,116
E-Class	0	0	0	0	20,923	0
New Yorker	2,040	2,499	5,615	6,628	27,295	69,176
Total Chrysler	13,431	11,187	36,163	30,351	327,683	277,579
Omni	1,587	2,489	4,736	6,427	62,923	57,440
Charger	1,055	1,683	3,321	4,370	51,099	45,119
Daytona	894	1,401	2,760	3,550	43,979	38,187
Aries	3,911	4,273	11,375	11,406	100,670	94,943
Lancer	1,250	36	4,200	37	42,204	37
Dodge 400-600	0	0	0	0	3,012	18,953
Diplomat	911	1,111	2,875	2,855	31,639	22,892
Mirada	0	0	0	0	0	282
Dodge 600	1,941	1,985	5,347	5,784	44,846	33,095
Total Dodge	11,549	12,978	34,614	34,429	380,372	310,948
CHRYSLER CORP	33,986	33,940	98,642	90,891	997,160	832,022
EXP	42	1,303	154	3,370	17,455	25,434
Escort	13,968	12,353	33,359	34,759	351,350	295,350
Mustang	5,235	4,956	13,544	13,348	135,706	114,065
Tempo	5,772	8,776	14,836	24,192	246,525	214,757
Thunderbird	3,664	4,942	9,556	14,978	138,763	129,280
LTD	4,161	7,040	12,444	21,055	170,328	169,957
Crown Victoria	4,109	5,383	10,995	15,802	145,000	145,551
Total Ford Division	36,951	44,753	94,888	127,504	1,205,127	1,094,394
Lynx	2,623	2,468	6,376	6,904	73,228	56,611
Topaz	1,381	2,803	3,895	7,869	65,100	62,629
Cougar	2,671	4,170	6,522	12,610	99,309	102,166
Capri	325	510	946	1,355	13,666	14,985
Marquis	2,122	2,941	6,230	8,504	81,602	89,432
Grand Marquis	2,837	4,212	7,947	13,158	119,966	123,529
Total Mercury	11,959	17,104	31,916	50,400	458,691	449,352
Continental	735	864	1,835	2,236	23,931	26,643
Lincoln	4,511	3,414	10,160	10,504	98,033	73,231
Mark VII	557	474	1,484	1,368	16,920	26,102
Total Lincoln	5,803	4,752	13,479	14,108	138,884	125,976
Total L-M Division	17,762	21,856	45,395	64,508	597,575	575,328
FORD MOTOR COMPANY	54,713	66,609	140,283	192,012	1,802,702	1,669,722
Skyhawk	2,436	2,538	6,020	7,786	74,096	107,020
Skylark	134	3,960	438	10,517	53,610	89,919
Somerset Regal	3,259	2,438	7,591	4,318	81,949	4,364
Century	7,968	9,228	19,150	22,002	203,161	183,485
Regal	3,429	5,546	7,768	14,277	101,258	162,566
LeSabre	1,527	6,527	4,243	16,740	106,831	138,958
Electra	3,559	2,710	8,996	6,299	82,001	72,796
Riviera	1,589	2,849	4,231	6,315	44,529	44,465
Total Buick	23,901	35,796	58,437	88,254	747,435	803,593
Cimarron	575	565	1,273	1,542	20,105	15,896
Seville	906	1,304	2,308	3,625	25,511	29,191
Cadillac	5,319	5,483	13,604	17,582	156,595	168,149
Eldorado	1,902	2,423	4,832	7,100	52,668	58,650
Total Cadillac	8,702	9,775	22,017	29,849	254,879	271,886
Chevette	3,435	3,334	8,744	9,805	114,850	145,567
Nova	2,263	0	5,605	0	21,928	0
Cavalier	9,617	8,466	23,773	27,671	365,984	324,401
Citation	186	2,633	647	7,257	42,885	82,064
Camaro	5,087	3,766	12,733	12,014	177,909	173,280
Celebrity	11,398	10,125	25,742	29,117	311,629	277,035
Malibu	0	0	0	0	0	880
Monte Carlo	3,933	2,747	10,707	7,702	96,836	104,193
Chevrolet	7,057	7,600	16,436	23,999	210,965	225,737
Corvette	1,410	1,107	3,614	3,034	31,825	23,791
Total Chevrolet	44,386	39,778	108,001	120,599	1,374,811	1,356,948
Firenza	1,418	1,360	3,407	4,861	42,770	53,920
Omega	0	192	0	788	0	33,183
Calais	3,939	1,621	10,358	3,289	108,786	3,318
Cutlass Ciera	9,989	5,588	24,549	15,310	291,356	208,657
Cutlass Supreme	5,571	6,683	15,259	20,838	193,643	267,067
Olds 88	3,125	6,514	8,879	20,556	169,216	225,353
Olds 98	3,776	3,003	9,966	9,644	102,824	84,248
Toronado	976	1,364	2,713	4,402	29,392	35,105
Total Oldsmobile	28,794	26,325	75,231	79,688	937,987	910,851
Fiero	2,219	2,322	5,569	6,486	81,904	85,615
1000	659	707	1,897	2,079	19,617	23,623
Sunbird	3,052	2,570	7,353	8,548	101,558	109,462
Phoenix	0	202	0	703	896	12,448
Firebird	2,989	1,749	6,738	5,478	88,407	86,764
Grand Am	5,860	1,935	14,390	4,825	96,232	4,851
6000	4,889	2,737	13,897	10,287	141,456	106,680
Bonneville	1,259	1,414	3,454	4,679	46,889	57,670
Grand Prix	1,254	1,837	3,496	5,912	51,498	63,599
Parisienne	2,103	2,241	5,052	7,688	59,343	50,954
Total Pontiac	24,284	17,714	61,886	56,685	687,800	601,666
GENERAL MOTORS	130,067	129,388	325,572	375,075	4,002,912	3,944,944
VOLKSWAGEN	3,417	2,035	6,370	4,210	65,581	65,775
HONDA	3,816	6,420	10,691	13,283	125,940	112,459
NISSAN	3,099	0	6,953	0	28,030	0
DOMESTIC TOTAL	233,671	244,659	598,399	689,563	7,130,440	6,790,003
IMPORT TOTAL			266,278	213,040	2,334,567	2,039,535
INDUSTRY TOTAL			864,677	902,603	9,465,007	8,829,538

Week's output tops 180,000—first time since May

October auto build best in six years

By Kathy Boyer
Detroit Reporter

Despite the strike at Chrysler Corp., last month's domestic production of 760,917 cars was the best October build since 1979's 783,843.

October's output was also the highest since May, when 779,942 cars were assembled.

Last month's total was up 19.45 percent from September's 637,004 and was 8.44 percent better than the year-ago month's 701,686.

Last week's estimated auto production topped 180,000 units for the first time in more than five months.

The target of 180,646 cars was the best output since the week ended May 18, when 181,995 cars were built.

Last week's scheduled production was 4.52 percent more than the previous week's 172,835 and was 9.38 percent above the year-ago week's 165,151.

So far this year, 7,193,547 units have been assembled, 5.14 percent more than the 6,842,073 completed last year at this point.

Companies accounted for last week's scheduled production as follows: General Motors, 56.88 percent; Ford Motor Co., 21.03 percent; Chrysler Corp., 15.89 percent; Honda of America Mfg. Co., 1.55 percent; American Motors, 1.52 percent; Volkswagen of America, 1.30 percent; New United Motor Mfg., Inc., 1.05 percent, and Nissan Motor Mfg. Co., U.S.A., 0.78 percent.

Ford's Chicago plant ended production of the Ford LTD and Mercury Marquis Friday (Nov. 8).

During the next several months, the plant will be converted to produce the Ford Taurus and Mercury Sable. Those models are also being built in Atlanta.

Chrysler workers at the St. Louis No. 2 plant began striking last Monday (Nov. 4) over local working conditions and had not returned to work at presstime.

Saturday (Nov. 9) overtime was scheduled at GM plants in Lakewood, Ga.; Tarrytown, N.Y.; Leeds, Mo.; Orion Township, Mich., and Wentzville, Mo.

Ford has daily overtime slated this week (Nov. 11) at the following plants: Chicago; Dearborn; Edison, N.J.; Kansas City; Lorain, O.; Wayne, Mich., and Wixom, Mich.

Chrysler's Belvidere, Ill.; Jefferson (Detroit), and Newark, Del., plants were scheduled for Saturday overtime.

Daily overtime is slated this week at the following Chrysler plants: Belvidere; Newark; Jefferson; St. Louis No. 1, and Sterling Heights, Mich.

October output highest since '78 for U.S. trucks

Soaring to 341,249, domestic truck makers' October output was the highest for that month since 1978, when 364,473 trucks were assembled.

Last month's output was the best of any month since March, 1979, when 358,126 trucks were built.

October production was 17.27 percent more than September's 290,990 and was 16.08 percent above the 293,965 units completed in October, 1984.

Last week's scheduled production of 70,429 trucks was 1.19 percent more than the previous week's 69,602 and was slightly above (0.37 percent) the year-ago week's 70,166.

So far this year, 2,865,044 trucks have been assembled, 5.20 percent more than the 2,723,498 built last year at this point.

General Motors' St. Louis plant was scheduled for overtime Saturday (Nov. 9).

Daily overtime is slated this week at these Ford Motor Co. plants: Lorain, O.; Kansas City; Louisville; Wayne, Mich., and Norfolk.

Saturday (Nov. 16) overtime is scheduled at Ford's Lorain plant.

Chrysler Corp.'s plant in Warren, Mich., worked overtime Saturday (Nov. 9).

The Warren plant is also slated for daily overtime this week (Nov. 11).

GM announces three recalls covering 5,550 cars, trucks

DETROIT.—General Motors announced three small-volume recalls involving light- and heavy-duty trucks and the Chevrolet Celebrity. Altogether, 5,550 vehicles are involved. The company said it knows of no accidents or injuries resulting from the conditions that prompted the recall. The three recalls:

1. GMC Astro tractors from model years 1983 through 1985 with the tractor-trailer option (RQ3). GM said the rear air brake release time may be slightly greater than that required by government safety standards. About 4,870 tractors will be recalled.

2. Chevrolet and GMC P-30/35 light trucks, model years 1982 through 1985, with 6.2-liter diesel engines, four-speed manual transmissions and 4.56 rear-axle ratios. GM said the engine fan blade assembly may stress and break apart while the engine is running. About 380 trucks are involved.

3. Chevrolet Celebritys, 1985 model year, with manual transmission. GM said the clutch cable may have been improperly installed on about 300 cars. If the cable rubs against a brake pipe, the cable could wear through the pipe causing a loss of brake fluid in one portion of the dual braking system.

Celebrating silver

INDIANOLA, Ia.—Don F. Lentz has received a 25-year-dealer award from Chevrolet.

Canadian cars post best October in 10 years

October output of 107,891 cars in Canada was the best for that month since 1975 when 109,653 units were assembled.

Last month's build was also higher than any month's since November, 1983, when 115,428 cars were completed.

October's total was 17.90 percent more than September's 91,513 and 33.88 percent above the 80,585 built in October, 1984.

Last week's estimated production of 25,194 cars was 2.53 percent more than the previous week's 24,573 and 14.32 percent above the year-ago week's 22,038.

So far this year, 930,090 cars have been assembled, 2.29 percent more than the 909,281 completed last year at this point.

Despite the strike at Chrysler Corp., the truck makers' October total of 67,031 was down only slightly (0.36 percent) from the year-ago month's 67,276.

But last month's truck output fell 7.71 percent from the 72,633 units built in September.

Estimated truck production of 17,717 last week dipped 0.54 percent from the previous week's 17,814 but was 19.39 percent more than the year-ago week's 14,839.

The 1985 aggregate remains slightly ahead of last year's total at this point.

Year-to-date, 704,047 trucks have been built, 0.83 percent above the 698,279 completed last year at this time.

American Motors' Brampton (Ont.) plant was closed last week (Nov. 4) for inventory adjustment. Production at Brampton is scheduled to resume today (Nov. 11).

U.S. CAR PRODUCTION

	Week Ended Nov. 9, 1985	Week Ended Nov. 10, 1984	Week Ended Nov. 2, 1985	Oct. Totals	Jan. 1 to Nov. 10, 1984	Jan. 1 to Nov. 9, 1985
AMERICAN MOTORS	2,750	4,653	2,584	9,780	167,942	100,444
Renault Total	2,750	4,653	2,584	9,780	167,942	100,444
Alliance	1,900	2,873	1,848	6,812	96,166	65,327
Encore	850	1,780	736	2,968	71,776	35,117
CHRYSLER CORP.	28,700	27,150	25,353	84,962	1,091,681	1,106,366
Plymouth Total	8,700	8,778	7,040	22,928	332,433	320,184
Horizon	3,600	3,484	2,532	8,022	142,335	122,887
Reliant	4,000	3,524	3,256	10,841	153,322	141,961
Caravelle	1,100	1,268	926	2,931	17,927	41,129
Gran Fury	0	502	326	1,134	18,849	14,207
Chrysler Total	8,400	8,134	8,996	30,732	352,804	363,873
LeBaron	2,800	2,318	2,245	7,682	102,730	80,649
LeBaron GTS	3,000	966	2,427	7,731	2,985	85,296
Laser	1,200	1,423	997	3,552	62,800	46,015
New Yorker/E-Class	1,400	1,432	1,115	3,873	81,482	56,504
Fifth Avenue	0	1,995	2,212	7,894	102,807	95,409
Dodge Total	11,600	10,238	9,317	31,302	406,444	422,309
Omni	3,500	2,744	2,414	7,788	130,441	118,697
Aries	3,000	2,820	2,209	8,194	125,456	117,867
Daytona	1,200	1,180	1,010	3,462	47,021	41,490
Dodge 600	2,000	1,568	1,564	5,102	65,819	57,112
Lancer	1,900	789	1,585	4,941	2,340	58,236
Diplomat	0	1,137	535	1,815	35,367	28,907
FORD MOTOR	37,984	37,723	35,590	159,290	1,557,032	1,449,107
Ford Division	24,867	23,589	24,861	111,705	1,007,277	973,994
Escort	8,542	6,992	7,842	38,695	304,520	300,177
Mustang	4,097	2,404	4,191	20,338	120,690	161,568
LTD	3,459	4,299	4,381	20,685	198,471	184,500
Taurus	482	0	507	1,056	0	1,474
Thunderbird	3,149	3,229	3,355	17,513	130,435	152,196
Crown Victoria	0	1,976	0	0	74,045	7,122
EXP	0	1,094	0	0	36,773	3,863
Tempo	5,138	3,595	4,585	13,418	142,343	163,094
L-M Division	13,117	14,134	10,729	47,585	549,755	475,113
Mercury Total	8,983	10,632	7,039	30,987	402,525	332,614
Lynx	2,287	1,231	1,445	7,208	60,859	64,117
Capri	378	375	380	1,820	16,098	16,618
Marquis	1,100	3,314	969	5,231	105,047	84,102
Sable	798	0	333	629	0	1,365
Cougar	3,626	2,692	2,671	12,559	100,534	112,174
Grand Marquis	0	1,570	0	0	80,755	7,915
Topaz	794	1,450	1,241	3,540	39,232	46,323
Lincoln Total	4,134	3,502	3,690	16,598	147,230	142,499
Continental	574	638	515	2,236	32,184	22,395
Lincoln	3,100	2,480	2,768	12,578	91,814	104,347
Mark VI/VII	460	384	407	1,784	23,232	15,757
GENERAL MOTORS	102,744	90,336	101,110	469,406	3,840,947	4,247,167
Buick Total	22,577	24,248	21,226	100,965	862,090	887,432
Skylark	0	3,363	0	0	93,912	40,953
Skyhawk	2,354	1,819	2,113	10,279	118,141	92,771
Somerset	2,875	1,995	2,659	12,627	17,159	110,314
Century	8,564	5,752	7,909	37,783	198,621	257,784
Regal	2,725	3,117	2,672	15,357	158,556	120,739
LeSabre Electra (rwd)	715	5,013	861	3,848	179,942	94,696
LeSabre (fwd)	914	0	847	2,325	0	3,732
Riviera	455	1,186	210	665	45,727	46,638
Electra (fwd)	3,975	2,003	3,955	18,081	50,032	119,805
Cadillac Total	6,813	7,612	5,700	24,659	265,110	291,752
Cimarron	738	112	635	2,961	13,995	23,857
Seville	390	767	179	486	33,746	28,334
Eldorado	555	1,557	231	737	66,394	53,321
Cadillac (rwd)	933	1,473	835	2,760	100,503	35,160
DeVille (fwd)	4,197	3,703	3,820	17,715	70,472	151,080
Chevrolet Total	34,612	23,879	33,084	157,430	1,299,515	1,427,301
Chevette	2,787	2,832	2,939	15,393	156,374	136,781
Cavalier	9,624	4,204	9,223	47,032	354,354	432,073
Celebrity	5,690	5,330	4,258	19,327	249,604	232,415
Camaro	4,985	4,190	5,040	22,464	200,717	187,082
Citation	0	2,022	0	0	93,149	28,697
Malibu/El Camino	0	436	0	0	21,307	1,199
Monte Carlo	2,550	1,008	2,683	13,631	89,186	122,425
Chevrolet	7,976	2,843	7,939	34,969	104,939	245,878
Corvette	1,000	1,014	1,002	4,614	29,885	40,751
Oldsmobile Total	22,711	23,931	23,010	106,335	929,568	1,032,056
Omega	0	0	0	0	29,289	0
Firenza	1,315	15	1,196	5,750	59,269	55,399
Cutlass Supreme	5,166	5,922	5,560	24,677	225,492	205,644
Cutlass Ciera	7,005	5,676	7,456	36,419	216,945	311,565
88/98 (rwd)	666	6,962	650	2,532	275,482	164,415
88 (fwd)	1,920	0	1,765	6,674	0	9,062
Olds 98	3,139	2,774	3,037	15,090	65,134	126,979
Calais	3,170	1,684	3,197	14,716	19,099	131,397
Toronado	330	898	149	477	38,858	28,135
Pontiac Total	16,031	10,666	18,090	80,017	464,664	608,626
Acadian**	0	248	883	2,925	12,930	14,959
2000 Sunbird	2,467	1,712	2,791	13,984	123,216	123,248
1000	1,539	513	1,445	2,776	35,860	29,395
Firebird	2,385	1,981	2,523	11,679	94,313	99,154
Phoenix	0	0	0	0	14,116	0
6000	1,762	0	1,499	7,133	0	48,121
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	2,360	2,083	2,770	13,004	39,137	75,557
Fiero	2,205	2,416	2,441	11,129	103,062	97,873
Grand Am	3,313	1,713	3,738	17,212	12,297	120,319
HONDA	2,800	3,617	2,710	10,846	119,675	126,826
NISSAN	1,418	0	1,520	6,772	0	33,205
NUMMI*	1,900	0	1,900	9,106	0	46,149
VOLKSWAGEN	2,350	1,672	2,068	10,755	64,796	84,283
Total Cars, U.S.	180,646	165,151	172,835	760,917	6,842,073	7,193,547
Total Cars, Canada	25,194	22,038	24,573	107,891	909,281	930,090
N. American Cars	205,840	187,189	197,408	868,808	7,751,354	8,123,637
N. American Trucks	80,871	85,005	94,009	408,280	3,421,777	3,569,091
North American Cars and Trucks	286,711	272,194	291,417	1,277,088	11,173,131	11,692,728

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 9, 1985	Week Ended Nov. 10, 1984	Week Ended Nov. 2, 1985	Oct. Totals	Jan. 1 to Nov. 10, 1984	Jan. 1 to Nov. 9, 1985
AMERICAN MOTORS	0	609	369	1,353	19,299	9,714
FORD MOTOR	10,569	8,322	10,240	43,703	382,585	427,883
GENERAL MOTORS	14,400	12,883	13,739	61,845	498,351	483,765
VOLVO	225	224	225	990	9,046	8,728
Total Cars, Canada	25,194	22,038	24,573	107,891	909,281	930,090

U.S. TRUCK PRODUCTION☆

	Week Ended Nov. 9, 1985	Week Ended Nov. 10, 1984	Week Ended Nov. 2, 1985	Oct. Totals	Jan. 1 to Nov. 10, 1984	Jan. 1 to Nov. 9, 1985
CHEVROLET	18,677	21,761	18,204	110,280	857,297	964,847
DODGE	5,500	5,562	4,606	13,867	183,448	183,662
FORD	28,877	25,682	28,310	130,813	1,040,327	995,050
GMC	5,915	7,862	6,858	30,054	281,864	302,072
INTERNATIONAL	1,400	1,573	1,482	6,518	65,987	62,834
JEEP	5,800	3,771	5,593	27,730	162,157	184,648
NISSAN	2,210	2,905	2,499	12,557	85,158	91,298
AM GENERAL	50	50	50	230	2,260	2,080
MISCELLANEOUS	2,000	1,000	2,000	9,200	45,000	78,553
Total Trucks, U.S.	70,429	70,166	69,602	341,249	2,723,498	2,865,044

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 9, 1985	Week Ended Nov. 10, 1984	Week Ended Nov. 2, 1985	Oct. Totals	Jan. 1 to Nov. 10, 1984	Jan. 1 to Nov. 9, 1985
CHRYSLER	7,600	5,526	7,889	25,312	316,465	324,713
FORD	3,581	2,915	3,562	15,403	134,697	135,984
GENERAL MOTORS	6,336	6,182	6,162	25,386	239,716	234,713
INTERNATIONAL	200	216	201	930	7,401	8,637
Total Trucks, Canada	17,717	14,839	17,814	67,031	698,279	704,047
N. American Trucks	80,871	85,005	94,009	408,280	3,421,777	3,488,833

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.